

FlexRFP™ Small Parcel Shipping Case Study - Using SoftAuction™ technology to maximize savings

Background:

A client in the Chemical Manufacturing Industry wanted to streamline bidding related to small parcel shipping, rid themselves of time consuming manual analysis, and generate competition between their two incumbents. FlexRFP™ with Supplier Bid Feedback was the solution to timely savings.

Project Goals:

1. Create competition
2. Reduce analysis and reporting time
3. Clearly communicate with suppliers
4. Maximize savings
5. Streamline the process

Execution Strategy:

- Invited 3 suppliers to participate
- Setup over 1500 items (point to point locations) across 8 service types
- Suppliers compiled their bids in Excel and then uploaded them into FlexRFP™
- FlexRFP™ analysis and reporting rapidly analyzed supplier bids
- FlexRFP™ auto-generated supplier bid feedback reports to increase competition (see example below)

Results:

- Project cycle time was reduced by 35% versus previous years
- Project savings were approximately 20%.
- Suppliers did not complain about the multiple round aspect of the project with feedback
- Project was easy for suppliers

Example Supplier Bid Feedback Report:

Service/Description	Supplier	Bid Feedback % Variance Range from Best Bid
2nd Day	Supplier # 1	11% - 15%
Ground	Supplier # 1	1-5%
Ground Home Delivery	Supplier # 1	1-5%
International Economy	Supplier # 1	56% - 60%
International Priority	Supplier # 1	46% - 50%
Priority Overnight	Supplier # 1	31% - 35%
Standard Overnight	Supplier # 1	6% - 10%
2nd Day	Supplier # 2	6% - 10%
Ground	Supplier # 2	21% - 25%
Ground Home Delivery	Supplier # 2	16% - 20%
International Economy	Supplier # 2	46% - 50%
International Priority	Supplier # 2	66% - 70%
Priority Overnight	Supplier # 2	0%
Standard Overnight	Supplier # 2	0%

Notes:

1. Feedback was provided at the "Summary" level by service type
2. Only variance range was provided
3. Suppliers were provided this report and then entered their 2nd round bid in a new bid column (on-line)
4. 1st round bid is locked during 2nd round bidding
5. Report is viewed on-line or can be dumped to excel

Other bid feedback options:

1. Can use other bid feedback options: best bid, rank, and quartile ranking (hidden in this example)
2. Buyer chooses bid feedback range (this example is 5 (1-5%, 6-10%, etc.)
3. Allow suppliers to view feedback & bid at same time

Your roadmap to Easier, Faster, and Improved Sourcing

About EC Sourcing Group

While there are other eSourcing solutions from which to choose, why should you choose **FlexRFP™** from EC Sourcing? Very simply, because we understand what you do. We are former Fortune 500 sourcing professionals. We know exactly the kind of day-to-day sourcing issues you deal with and have developed a powerful, elegant solution that makes your job easier, faster, more efficient and more profitable.

Guided by our vast sourcing experience, we've designed our product around your needs.

OUR SOLUTION:

- Is Easy to Learn and Use
- Reflects Your Day-To-Day Reality
- Is a Faster, Easier Start-up – resulting in faster ROI
- Increases Buyer Acceptance – leading to more spend under management
- Requires No Training for Suppliers – making it easier for suppliers makes it easier for you
- Seamlessly integrates with your chosen process

Trust Our Experience and Expertise

Because we're managed and staffed solely by expert **sourcing professionals**, you can count on EC Sourcing to deliver and support a solution that is right on target – and right on the money. Our solutions are **affordably priced** and feature a host of logical acquisition options that allow you to get the feature-rich solution you've been looking for.

Our view on eSolutions

Our decades of experience have taught us that companies have unique sourcing needs and processes. With that in mind, we've built a solution that features flexible implementation options that can accommodate the unique needs of our clients. Our solutions generate a real, lasting ROI and are:

1. Flexible and ready to accommodate your current process, rather than dictating it.
2. Easy to learn and use for all buyer users. Your self-sufficiency and confidence are critical to long-term use and ROI. If it is too complex or hard to use, most users will go back to using emails, spreadsheets and Word® documents.
3. Effortless to use – requiring no training for buyers or suppliers. Our solutions are designed to be enjoyable to use – encouraging collaboration between you and your suppliers.
4. Easy to navigate – featuring a clean, uncluttered interface that makes it easy for beginners or advanced users.

Contact Us:

Toll Free: (866) FLEX - RFP
(866) 353 - 9737
E-Mail: sales@ec sourcing.com
Visit Us: www.ecsourcinggroup.com

EC Sourcing Group, Inc.
18 Cattano Ave.
Morristown, NJ 07960

Sourcing. Simplified.